

SOUTHERN TEXTILE BULLETIN

VOL. II

CHARLOTTE, N. C., JANUARY 4, 1912

NUMBER 18

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of
Old Mills
a Specialty

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The Southern cotton mills can only be reached through a Southern journal.

Only one of the Northern textile journals has as many as 1000 subscribers in the South and the total Southern circulation of all the Northern textile journals is less than 2000.

The Northern journals have large circulations in the North and some circulation in the Middle West, but none of them can obtain or hold a large circulation in the South.

The two sections are different and the mill people have different interests and each section has its own journals.

The Southern Textile Bulletin has no circulation except in the South, but it has more paid subscribers among the Southern cotton mills than any other journal.

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Southern Textile Bulletin

CHARLOTTE, N. C.

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SOUTHERN TEXTILE BULLETIN

VOL. 2

CHARLOTTE, N. C., January 4, 1911

NUMBER 18

Cotton Goods in Spain

Report of Commercial Agent R. M. Odell

AMONG the prominent nations of the world engaged in textile manufacturing Spain ranks last as an importer and next to last as an exporter of cotton goods.

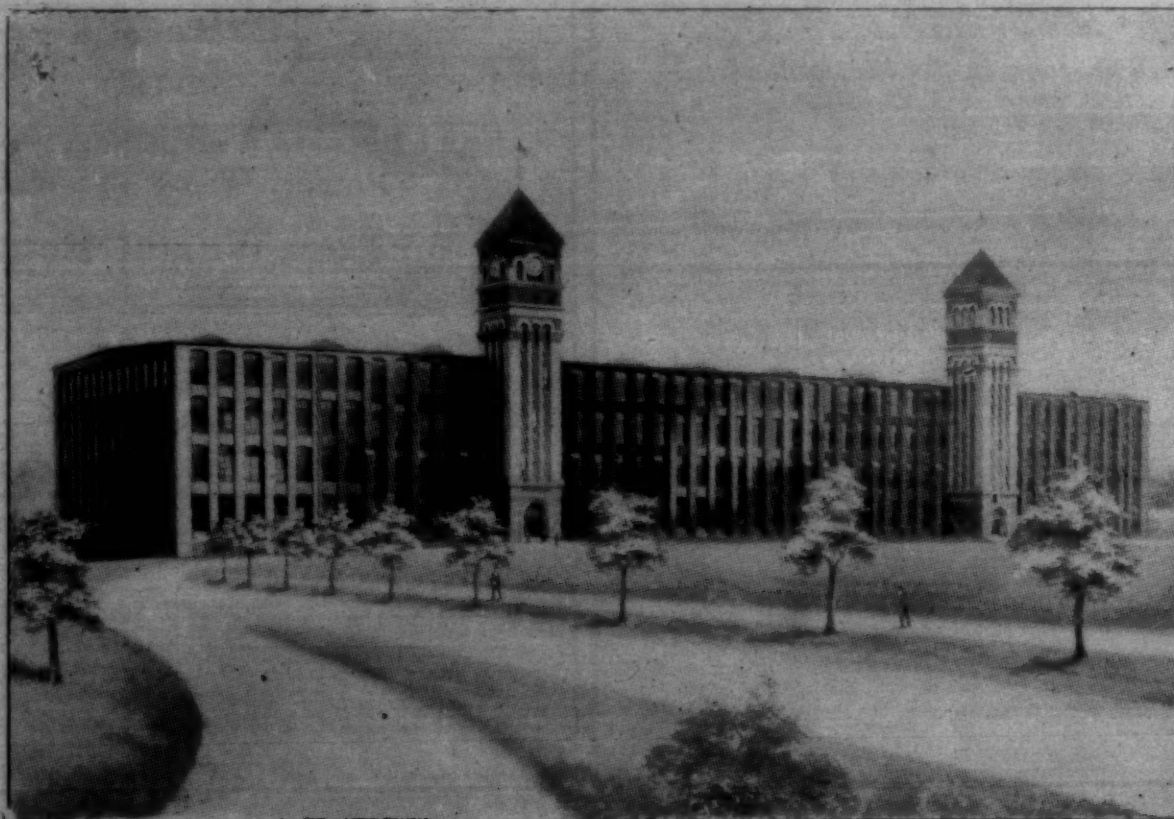
Although Spain supports a population (20,000,000 in 1910) one-fifth as large as the United States, its imports of cotton goods in comparison are less than one-twentieth as great. Practically the entire domes-

tion being given over to the production of wheat, barley, oats, rye, maize and rice. The annual wheat production totals nearly 4,000,000 tons. Large quantities of vegetables and fruits (grapes, oranges, lemons, and olives) are grown and exported to various parts of the world. As an olive-producing country Spain ranks first, and one-seventh of the world's output of wines is produced in Spain.

live through irrigation, and during the past decade the number of acres under cultivation has been increased by over 7,410,000. The use of chemical fertilizers, nearly all of which are imported, has increased considerably in recent years.

The fact remains, however, that to-day the use of agricultural implements is far less than it should be. This is partly due to the fact

The United States supplies more agricultural implements than any other country, the imports therefrom amounting to \$266,760 out of a total of \$680,220 in 1908. England ranks second and is followed by Germany. The United States furnishes plows, seeders, cultivators, mowers, reapers and binders. Germany, however, is a strong competitor in the sale of plows, owing to the fact that the German article is



OLYMPIA COTTON MILLS, COLUMBIA, S. C.

tic demand for cotton goods is supplied by the native mills.

Spain's chief exports are raw materials, manufactured products occupying only a minor position. The country is rich in agricultural resources, but much fertile land is unproductive, owing partly to the lack of competent labor with which to cultivate it and partly to the absence of irrigation.

Progress of Agriculture.

Cereals constitute the leading agricultural output, more than three-fourths of the land under cultiva-

In order to encourage intensive culture of the farms the government began 10 years ago to establish experiment stations and today they are to be found in nearly every important town. At these stations the farmers are given instruction in the most scientific methods of tilling the soil and the latest improved agricultural machinery is used. Under government supervision large tracts of land formerly idle have been made produc-

that many of the farms are small and the owners are poor, but Spain undoubtedly offers a splendid field for the sale of improved farming tools. The increase in the agricultural output of the country through irrigation and the use of fertilizers is gradually bringing the farmers to realize the need of more modern methods, and antiquated tools are being replaced by share plows, harvesters, binders, seeders, and threshing machines.

cheaper. The farmers, however, have learned that it is inferior, and they are more favorably inclined to the American make. Threshers are almost wholly supplied by England, owing largely to the fact that the British machines are provided with an apparatus for bruising the straw, thus making it suitable for use as food for live stock.

Trend of Foreign Trade.

The foreign trade of Spain annually and almost without a

(Continued on Page 9)

The Story of Coal Tar

THE STORY OF COAL TAR.

(Continued from Dec. 21st)
(Continued From Second Page.)

Prof. J. E. Halstead, Raleigh, N. C., before
Southern Textile Association

In order to free the gas still more completely from tarry matters and especially for the purpose of absorbing sulphuretted hydrogen, it passes upward through the scrubber or tower filled with coke over which ammonia water is continually trickling, where the downward flow of alkaline spray absorbs the sulphuretted hydrogen. Finally, in order to completely remove all injurious gaseous impurities, particularly carbon dioxide as well as traces of sulphuretted hydrogen the gas is passed through purifiers which consist simply of perforated grids or trays containing layers of slaked lime or better, a mixture of ferrous sulphate, sawdust and slaked lime; and from the purifiers the gas passes through the meter of the works where the volume is registered, then on to the large gasholders, where it is stored ready for distribution, through the gas mains and pipes to the place where it is to be burnt.

Properties and Constituents of Coal-Tar.

Coal-tar as obtained as a by-product in the manufacture of illuminating gas is a thick black tarry liquid of characteristic and disagreeable smell, having a specific gravity about 1.15. Its black color is due to the presence of finely divided carbon which passes over in the distillation of the coal.

four portions; this process is called fractional distillation and is based on the fact that if a mixture of liquids each having a different boiling point be heated, the one having the lowest boiling point will pass over first, and if this temperature is not increased beyond that point at which the distillation of this fraction takes place, no other constituent will come over; and if the temperature be gradually increased, the others will follow in the order of their boiling points.

The temperatures at which the fractional distillates from coal-tar are collected, vary considerably with the practice of different works, but the following method of fractionation is largely employed, an outline of which is here tabulated:

The crude coal-tar is first freed as much as possible from the ammoniacal liquor which is always mixed with it, otherwise the boiling tar would bump and froth over; this is generally done by allowing the tar to settle for a long time in large cisterns, when the lighter ammonia water rises to the surface and is ladled off. The tar is then pumped into a large vertical still until it runs out of an overflow cock at the top. The average tar-still is an upright wrought iron cylinder, 12 feet high and 10 feet diameter with a capacity of about 30 tons; it has a dome-shaped top and

tar can only be done by means of direct fire, owing to the high temperature needed. During the heating the tar is kept in motion by mechanical stirring apparatus or by a current of superheated steam.

In the first period of the distillation of the light oils, the water in the condensing tank must be kept cold by running in cold water, as the most volatile products are given off at this stage and naturally require more condensing than the later less volatile constituents, but during the last period of the distillation of the middle oils, heavy oils and anthracene oils, the water in the condensing tank is kept continually boiling, so as to prevent the condenser pipes from getting choked up with the easily solidifiable naphthalene and anthracene.

When the distillation becomes sluggish, superheated steam is introduced to force out the heavy vapors into the condensing worm and so hasten the distillation and shorten the exposure to high temperature, which would spoil the yield of anthracene.

The end of the distillation is determined when the hot distillate shows a specific gravity of 1.09 to 1.12, which yields soft or hard pitch on cooling.

If the distillation is carried on too far, the bottom of the still is liable

pure benzine and toluene.

The three xylois cannot be separated in this manner owing to their similar boiling points, and a mixture of the three is sold as commercial xylene.

The solvent naphtha is not used in the color industry, but is largely employed as a solvent for india rubber in the manufacture of waterproofs.

The second fraction of Middle or Carbolic oils on crystallizing and pressing yields:

- (a) solid crude naphthalene, which after purification with sulphuric acid is sublimed or preferably, distilled, forming pure naphthalene.
- (b) another liquor, which is agitated with caustic soda and subsequently decomposed with sulphuric acid, when crude carbolic acid results, and the latter on further distillation and crystallization yields pure phenol or carbolic acid crystals.

The third fraction of Heavy or Dead oil is crystallized and pressed to recover any naphthalene contained in it, while the residual oil is subjected to no further treatment but is chiefly employed for creosoting or preserving lumber; hence this third fraction is often called creosote oils.

The fourth fraction of Anthracene or Green oils after crystallizing and cold-pressing yields a solid cake of crude anthracene, which is again hot-pressed under great pressure, and finally washed and extracted with solvent naphtha; in this way a semi-pure product is obtained containing 55 to 60 per cent. of anthracene

RESULTS AND PRODUCTS OF THE DISTILLATION OF COAL-TAR.

	Name of Fraction.	Temperature of Distillation.		Density or Specific Gravity (S.G.)	Chief Products Isolated.	Average Yield
		Centigrade.	Fahrenheit			
Fraction I.....	Light Oils	up to 170°C	up to 340°F	S.G. < 1; floats on water.....	Benzene, Toluene, Xylene	3 %
Fraction II.....	Middle Oils (Carbolic oils)	170 to 230°C	340 to 450°F	S.G. = 1; does not float on water.....	Phenol, Naphthalene	2 %
Fraction III.....	Heavy Oils (Creosote oils)	230 to 270°C	450 to 520°F	S.G. > 1; sinks in water.....	Naphthalene, higher boiling phenols	15%
Fraction IV.....	Anthracene Oils	270° to 400°C	520 to 750°F		Anthracene	20%
Residue	Pitch					60%

It is an extremely complex mixture of chemical compounds, some of which have not yet been isolated. For example, very little is known of the heavy indifferent oils occurring in the distillate between phenols and naphthalene on one side, and anthracene on the other; also, we do not know all the compounds existing in crude anthracene and still less, those constituting the pitch. So far about 100 bodies have been isolated from coal-tar, but of these, only a very few are at present employed as raw products in the color industry, the most important being benzine, toluene, phenol, naphthalene and anthracene. Each of these substances just mentioned, is the basis for the manufacture of a large series of dyestuffs.

Distillation of Coal-Tar.

Having briefly described how coal-tar is obtained as a by-product in the manufacture of illuminating gas, let us see how coal-tar itself must be treated in order to isolate and separate those constituents of it which are utilized in the manufacture of dyestuffs. The first treatment of coal-tar on a large scale consists in distilling it in iron stills, retorts and collecting the distillate in three or

concave bottom, the bottom being protected from the bare fire by an arch of masonry, and the flame conducted in an annular flue round the still. Each still is provided at the top with a manhole, safety valve supply pipe and overflow cock, while a cock at the bottom serves for running off the pitch. Inside a thermometer reaches half way down the still and there is also a set of perforated steam pipes for superheated steam which is used to finish off the process of distillation. The vapors are conducted away through a still-head which is connected to a condensing coil immersed in a tank of water; the tank being provided with steam pipes for heating the water. Connected with the condenser and located at a safe distance from the still to prevent the volatile products of distillation from catching fire is an iron tank or receiver fitted with a light cover into which these liquid products are run.

Having charged the still with the dehydrated tar, all the openings are then closed and the firing is commenced, gradually and carefully increased up to the point at which the distillation begins. It may be remarked that the distillation of coal-

to be damaged by the pitch caking to it.

Finally, the fire is withdrawn, and after several hours the liquid pitch is run off; the pitch must not be run on at once or it would take fire.

Final Purification of the Distillates.

Each of the four main fractions got from the distillation of coal-tar as already described, is then subjected to a further and final purification, in order to obtain from them the more important products used in making dyestuffs.

The first fraction of light oils is submitted to distillation and thus we get the following fractional distillates:—

- (a) up to 110 degrees C (230 degrees F.) yields 90 per cent. benzol.
- (b) 110 to 140 degrees C (230 to 280 degrees F.) yields 50 per cent. benzol.

- (c) 140 to 170 degrees C (280 to 340 degrees F.) yields solvent naphtha.

The fraction obtained up to 110 degrees C (230 degrees F.) is chemically washed with sulphuric acid, then caustic soda and again distilled; finally, complete separation is effected by rectification in fractionating columns, resulting in the production of

which is quite pure enough to be sold to the alizarin manufacturers. The residue of pitch is mostly used for street pavements and in the manufacture of paper roofing.

Such is the brief story of coal-tar concerning its origin, production, and distillation. As regards the transformation of the raw materials obtained from it, into the actual dyestuffs which we see in daily use—well, that is another story, of which this is but the introduction.

The Biter Bitten.

The portly, well-dressed gentleman, whose specialty was mortgages, rose to address the meeting in the town of A——, and said:

"The chief cause of poverty and distress in this town is the lack of thrift. You talk of the wolf at the door. He never comes to my door."

"I s'pose he's afeard of getting skinned," shouted some irreverent person in the audience, and the portly gentleman sat down.—Ex.

Goodwill

The season prompts us to express to you our appreciation of that intangible and invaluable asset-Goodwill-that you have so kindly bestowed on us during the past year and which we fully reciprocate.

We extend to you all the compliments of the season, wishing you a Merry Christmas and a Happy, Prosperous New Year.

Danker & Marston
Boston

Management of Help

The Winners.

The vote of the seven judges on the "Management of Help" articles show the following winners.

Winner of First Prize

T. C. Gore.
Thomaston, Ga.

Tied for Second Place

Chas. M. Stoy
Anniston, Ala.
C. H. Goodroe
Yazoo City, Miss.

Judges Vote.

The votes of the judges are given below. These votes are in the order received and not in the order in which the judges were named last week.

Judge No. 1.

First—No. 41
Second—No. 16.

Honorable mention to No. 44, No. 3
No. 29 and No. 53.

Judge No. 2.

First—No. 32
Second—No. 53

Honorable mention to No. 33, No. 34, No. 13 and No. 14.

Judge No. 3.

First—No. 52
Second—No. 8

Honorable mention to No. 16.

Judge No. 4.

First—No. 16
Second—No. 19

Honorable mention to No. 26, No. 47, No. 52 and No. 54.

Judge No. 5.

First—No. 3
Second—No. 32

Honorable mention No. 38, No. 8 and No. 25.

Judge No. 6.

First—No. 4
Second—No. 16

Honorable mention to No. 37 and No. 56.

Judge No. 7.

First—No. 12
Second—No. 3

Honorable mention to No. 53, No. 41, No. 6 and No. 8.

According to the rules of the contest each vote for first place counts 1 vote and each vote for second place counts 1-2 vote. Adding the vote we therefore find that the total vote for each article was as follows:

No. 16=2 votes.
No. 3=1½ votes.
No. 32=1½ votes.
No. 41=1 vote.
No. 52=1 vote.
No. 4=1 vote.
No. 12=1 vote.
No. 53=½ vote.
No. 8=½ vote.
No. 19=½ vote.

Substituting the names of the authors we have

T. C. Gore, Thomaston, Ga.=2 v.
Chas. M. Stoy, Anniston, Ala.=1½ v.
C. H. Goodroe, Yazoo City, Miss.=1½ v.
C. C. Cobb, Ware Shoals, S. C.=1 v.
T. N. Crocker, Newberry, S. C.=1 v.
B. F. McClure, Seneca, S. C.=1 v.
O. H. Witherspoon, Lancaster, S. C.=1 v.
C. L. Harris, Ninety-Six, S. C.=½ v.
J. V. McCombs, Chester, S. C.=½ v.
W. B. Biggers, Gastonia, N. C.=½ v.

Honorable Mention.

Those not included above but who received honorable mention were:

C. S. Somers, Altamahaw, N. C.
D. J. Seifert, Atlanta, Ga.
W. A. Douglas, Owens, Ala.
J. T. Alexander, Mt. Pleasant, N. C.
Walter Bagley, Roanoke, Ala.
L. R. Gilbert, Raleigh, N. C.
J. F. Mimms, Lynchburg, Va.
J. G. Hogan, Trion, Ga.
J. Y. Jones, Newberry, S. C.
Seth Taylor, Danville, Va.
L. W. Snider, Winston, N. C.
J. W. Engle, Roanoke Rapids, N. C.
A. H. Bouknight, Newberry, S. C.
W. M. Sherard, Easley, S. C.
J. H. Hearne, Clinton, S. C.

It is easy to see, from the way in which the vote was scattered, that the contest was very hard to decide and to realize that no two sets of judges would decide alike.

Each judge gave his vote without knowing the names of those who wrote the articles or even the names of the other judges.

We know of no fairer method of deciding a contest of this kind and with such a scattering vote even those who received honorable mention are much complimented.

For the benefit of those who have taken much interest in the contest we are reprinting this week the prize winning articles.

Number Sixteen.

by T. C. Gore.

TO be a good manager of help requires long practical experience and depends largely upon a good knowledge of human nature. To possess that knowledge requires close and constant study as it is so seldom that we find two persons who can be approached in the same manner. A knowledge of human nature, a thorough understanding of what the work of the help is, and how it should be done, are the three great underlying principles of successful management. Yet a man may possess all the above qualities and if he is lacking in the gift of speech and courtesy to adopt his instructions to the understanding of his help, he cannot be successful. A man should show sympathy to all, he should have a heart which is impartial to anyone, and advocate honesty between help and employer at all times. A man having breadth and depth in this line is the man who inspires his help with energy and they will attain the best results possible.

When help is hired and placed is the best time to conquer them. It is then that they should be questioned and given to understand what shall be required of them. A man should be choice of his help. He should select help intelligent enough to perform the duties assigned to them as upon this largely depends the success of the overseer. Also the profits of the company depend almost entirely upon

the help being adopted to their work and willing to do their part as directed by the overseer. Therefore you will see that when a man needs help he should be cautious and business-like in engaging them. He should be quick to size-up any one approaching him for employment he should be conservative, but always courteous even to the youngest and humblest. Always when taking on new help ask them if they are willing to work and comply with the rules. If they should agree to do you will have a better chance to call their attention to any failure to do so after they have gone to work and this can be done in a very mild way with the desired effect. A person that is habitually discharged from other places should not be taken in, they should be classed as undesirable.

You should never allow your help to get into the habit of coming in late in the morning and at noon. They should be requested to be at their places at work time. The first time they are noticed coming late is the best time to correct this evil.

You can always command the respect of your help by being quick to notice their faults and correct them at the start. Very often help become careless and unruly from the habit of slacking up or quitting their work several minutes before stopping time at noon and night. This can be avoided by giving them to understand that they are paid as much for the last minutes' work as for any other part of the day.

Help should be taught the importance of little things. They ought to be instructed to keep hobnails off the floor. Waste of all kinds should be kept off the floor. The importance of placing help is of great value not only to the employer, but to the hand himself and to the manager. A poor hand in one place may make and excellent one in another place. Keep in mind that a hand must fit the place. A hand in the wrong place often causes dissatisfaction to all concerned. When a new hand is taken in to learn he should be put with one of the best and steadiest operatives in the room and at times should have a word of encouragement from the manager. Help should be taught to be quick and comprehensive in taking orders, they listen well and do exactly as instructed. They should never be allowed to offer suggestions when re-

(Continued on Page 8.)

W. H. BIGELOW

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Owing to the fact that we have the largest plant of the kind in America, and the fact that we are located right near the border line of East Tennessee and Western North Carolina where we have access to the largest as well as the best supply of virgin hickory timber there is in the country, we are able to serve you promptly with goods that we absolutely guarantee in quality and price. We further guarantee our sticks against warp and twist.

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Sulfide, Caustic Soda.

All kinds Sizing and Finishing Materials, Potato

Starch, Dextrine, etc.

Management of Help.

(Continued from Page 6)

ceiving instructions regarding their duties. Help should always be made to understand that you take an interest in their welfare and should know that you respect them, and are due their respect in turn. Nothing works better than good discipline in a room. The hands should always be given enough work to keep them busy, without overworking them, for the busier they are, the easier they will be to control. Those times which may be called idle moments, should be taken up with cleaning and watching their work, for much bad work can be avoided by the watchfulness of the help. Help should be made to keep neat and clean, as this will often make them feel interested in keeping their work the same way. They should never be allowed to think that you are too hard on them and require too much of them. This can be prevented by giving them just the amount they can do well. The manner in which you approach a hand has a great deal to do with this. They should be approached and instructed in a manner that will make them feel that it is their duty to do such things as you require. Do not ask them to do things in a way that will make them feel that they are being driven to it. Remember the day of driving mill people has passed. Teach them to have confidence in you and show that you have confidence in them. Train them to do their work when your back is turned in the same way that they would do if you were with them. Be very careful as to what you promise and never promise what you cannot do. A failure to keep a promise is good cause for them to lose confidence in you.

Some men, unfortunately, are not, and never will be good managers of help. However, a great many men who are not good managers can, by a little teaching and a close observance of human nature and some experience as overseers, can become good managers of help. I want to call particular attention to the fact that the free use of good judgment and common sense is one of the greatest secrets in managing help.

"Southern Spinner."

Number Thirty-Two.

by C. H. Goodroe,

THE best way to manage help in a cotton mill is to be strictly honest and truthful with them, using strict discipline with the proper discretion. Overseers and superintendents should be good judges of human nature. They should be well versed in their work, active and ever on the alert to see that the help does the work properly at all times and not stay away from them long enough for the help to become careless and indolent. Keep your help busy and you will find that you have a more contented set of people than if you let them run about the mill, telling tales and gossiping.

The greatest trouble with the cotton mill labor of to-day is carelessness, laziness and incompetent overseers and superintendents. Overseers should be the first at their posts of duty and the last to leave them. They should respect the help and conduct themselves in such a manner that the help will respect them.

There is no iron clad rule that

can be laid down in a cotton mill. The rules have to be flexible at times, depending on conditions such as the weather and locality, and the class of people engaged in the work. The overseer should be broad-minded enough to look over the situation and adapt himself to it, throwing himself in as a leader and overcoming the bad qualities of the help. There are a great many ways to control labor and sometimes I think that the knowledge of managing has to be born in a man. You cannot control labor in a small mill village of country town in the same way that you control them in a large mill center. In a large mill center strict discipline and business methods is the best plan. In the smaller villages and towns I think it best, and have gotten the best results, by handling the help as one large family and cultivating a friendly feeling amongst the people, looking after their interest so far as it is just and right.

I do not think that it pays any company, or does the labor any good to allow them to be slovenly and slovenly. There should not be too much done for them. They should be taught to rely on themselves and live within their incomes, stay out of debt and save a dollar for a rainy day. Finding these traits means finding a good hand.

Allow no loafers around your place or in your mill. I would rather to-day have every hobo south of the Mason and Dixon line know that I did not want them in my mill. They demoralize the minds of the settled people with flowery tales of the great beyond. I do not think that the cotton mill help of to-day require so much humoring and petting. There has been too much of that in our Southern mills and it has done much injury to the labor itself and the mills also.

If I fail to interest the help I dismiss them. I never considered it a dishonor to obey my superior. Our government, that we look to to protect our lives and property, has very strict laws which we have to respect and obey. Why should any man, or set of men, object to discipline and training that will benefit the younger minds as they grow up? If they have to work, is it not better to be trained so that they will be a credit to themselves and society, than not to be trained making themselves a burden to society.

Of course, good running work is essential to good help. Nine times out of ten, good help and every one minding their own business will make good running work. I know that the dispositions of people are not alike, but there are very few who will not do well, when they find that you mean what you say and will not stand for anything except the right.

When employing hands, whether they be experienced or green hands tell them what you expect to pay them and the work you expect in return. Talk it over to them in a way that they will understand and help them all you can until they become accustomed to the machines and the place. Be pleasant at all times, but positive. Be careful as to what you promise and always do exactly what you promise.

I find that the best way to manage children and young people is by talking with and advising their parents. And where I have the co-operation of the parents, I find very little trouble in managing the children. Where I cannot get the help

(Continued on Page 16.)

Cotton Goods in Spain.

(Continued from Page 3)

break imports have exceeded exports in the past 10 years.

Tariff duties in Spain are specific and are levied by weight, the values of the imports being determined by the custom house authorities.

Spain's principal exports are cork, minerals, wine, and fruits, while the chief imports are cotton, coal, machinery, lumber and chemicals. Buying raw materials from abroad, the industries of Spain transform them into articles for home consumption and for exportation. The importation of manufactured goods is rapidly declining and is confined chiefly to articles which are demanded by a particular trade and which it is difficult or impossible to produce in the country.

In 1900 the United States ranked third both as a supplier of Spanish needs and as a buyer of Spanish products. The decline in imports from the United States in 1909 was due to a decrease in the amount of raw cotton purchased (\$4,231,321 less than in the preceding year). The world-wide stagnation in the cotton industry and a more extended use of Indian cotton caused a lighter demand for the American raw material. The increase of nearly \$4,000,000 in the exports from Spain to the United States was caused by greater shipments of minerals and metals, especially iron pyrites and copper in bars.

Cotton-Goods Import Trade.

The insignificant amount of cotton manufactures imported by Spain is shown by the fact that in 1909 cotton goods formed only 1.17 per cent. of the total imports. The bulk of the cotton goods purchased from abroad is supplied by England, Germany, France and Switzerland, in the order named.

During the last 10 years there has been a gradual decline in the amount of cotton goods imported. This information was obtained from conversations with a number of leading importers, rather than from the Spanish statistics covering this period. One firm in Barcelona stated that its importations of foreign goods in 1910 amounted to only 10,000 pieces as compared with 50,000 several years ago, although statistics show an increase in 1909 over 1908. This seems due to the fact that the increased wealth of Spain enables the people to enjoy many luxuries hitherto unobtainable. This tendency has shown itself, to a certain extent, in the purchase of finer goods, the demand for which has not proved sufficient to make their production profitable to Spanish manufacturers.

Competition of Foreign and Domestic Goods.

Goods purchased from abroad consist mainly of very fine linens, lawns, laces, embroidery, and novelties. Some of these are sold under an old established brand, like Ventian lawn from England. About five years ago Spanish goods began to supplant many of the foreign products, such as zephyrs, velvets,

piques, percales, muslins and fine shirtings and prints. Although dealers liked the foreign goods on account of superior quality, they preferred the native products quoted at lower prices. However, such has been the progress of the Spanish industry that native goods compare quite favorably with those from abroad. One finds small quantities of English zephyrs in the shops in Spain, but these are handled chiefly by the haberdashers who cater to a fastidious trade and who use the goods in making men's shirts.

A close comparison of these goods and the native zephyrs does not reveal any great difference as regards quality, weave, texture, and finish. In fact, many of the goods advertised as English zephyrs are made in Spanish mills. In one shop I found Spanish-made cotton goods stamped in English, "Cambric, Superior Quality," and attached to the piece was a tag made in imitation of the kind used by the customhouse on imported goods. Any existing preference for foreign goods would seem to be founded on prejudice and a feeling that articles from abroad possess a particular excellence rather than on any real difference in quality.

England predominates in the trade in cotton fabrics and yarns, Germany in velvets, ribbons and knit goods, and Switzerland in tulles and laces. The increasing share of trade not only in cotton goods, but also in other lines, that has been secured by Germany has been due to the perfection of its methods. Splendid banking facilities enable that country to offer long credits in competition with England and other nations. Salesmen with a thorough knowledge of the Spanish language are sent into all parts of the country to secure business and no order is refused however small.

Customs Duties.

The strongly intrenched position that the Spanish cotton industry occupies with regard to the domestic trade is due in large measure to the protection afforded by the duties on cotton goods. Spain's tariff on cotton goods is one of the highest in the world, and it is one of the few cotton-manufacturing countries imposing a duty on raw cotton (others are Brazil, Russia, Italy and Portugal). The duties are specific and are levied on net weight.

(Continued next week)

A one-armed man sat down to his noon day luncheon in a restaurant the other day, and seated on the right of him was a big, sympathetic individual from the rural district. The big fellow noticed his neighbor's left sleeve, and kept eyeing him in a sort of how-did-it-happen way.

At last the inquisitive one on the right changed his position a little, cleared his throat and said: "Sir, I see you have lost an arm."

Whereupon the unfortunate man picked up the empty sleeve with his right hand, peered into it, looked up with a surprised expression, and said: "By George, sir, you're right!"—Ex.

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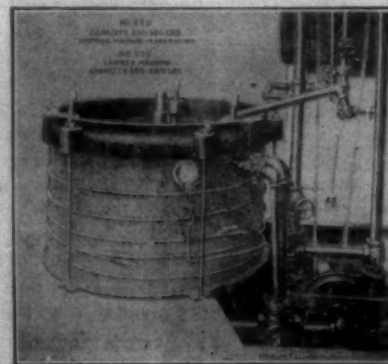
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SOUTHERN TEXTILE BULLETIN

Offices: Room 912 Realty Building, Charlotte, N. C.

Published Every Thursday by
Clark Publishing Company

DAVID CLARK
Managing Editor

D. H. HILL, Jr.
Associate Editor

SUBSCRIPTION RATES

One year, payable in advance.....	\$ 1.00
Other countries in Postal Union.....	2.00
Single copies10

Contributions on subjects pertaining to cotton, its manufacture and distribution, are requested. Contributed articles do not necessarily reflect the opinion of the publishers. Items pertaining to new mills, extensions, etc., are solicited.

ADVERTISING

Advertising rates furnished upon application.

Address all communications and make all drafts, checks and money orders payable to the Clark Publishing Company, Charlotte, N. C.

Entered as second class matter March 2nd, 1911, at the post office at Charlotte, N. C., under the Act of March 3d, 1879.

THURSDAY, January 4

Shorter Hours.

On Jan. 1st the mills of both North and South Carolina began operation under the new 60 hour per week law and there is now no cotton manufacturing state in which the mills can legally run their machinery longer than the above mentioned number of hours.

The change from 66 and 63 hours per week has caused much confusion but matters will be adjusted in a short time as has been the case in other states.

There does not seem to be much uniformity about the operating hours that are to be adopted except in a few sections.

Some mills will begin operation at 6:30 a. m. and stop at 6 p. m. giving 40 minutes for dinner and stopping at noon on Saturday. Others will begin at 6:20 a. m. and stop at 6 p. m. with 45 minutes for dinner and stop at 11:50 on Saturday. One large group of mills have decided to start at 6:30 a. m. and run to 6:10 p. m. with 45 minutes for dinner and stopping at 11:45 a. m. on Saturday.

The Year 1912.

Another year has rolled on to join the countless ages of the past and a New Year with its possibilities is at the door.

We pause here for retrospection, contemplation and introspection for he is only a fool who does not profit by experience or a coward who does not gather courage from reverses.

Our contemplation of the past is of short duration for one of the greatest blessings given to mankind is the ability to forget and we are already turning our faces with optimism to the future.

For over three years there has been but little joy in the textile world and the trials of the cotton manufacturer have been especially severe but with the dawn of 1912 we see much cause for optimism and forgetting the troubles of the past, there should be much joy throughout the industry.

The pessimists are still growling and some mill men are bitterly complaining of hard times but those who are making the most noise are the inefficient managers who can never make money

except upon a boom market and it is about time for them to engage in some other business.

We fully realize that large profits can not be made at to-day's prices but something is wrong with the mill or the management, that can not get orders to-day that will yield a profit.

If some mill men would stop growling long enough to give attention to manufacturing they might not find things quite as bad as they think.

We can recall several mill men that we have met from time to time during the past three years without having heard anything from them except pessimism and grumbling.

Last week we met one of those men and listened to his usual "hard times" talk and yet we know absolutely that his mill is sold up to next August at prices which will net him a very fair profit.

We have never seen prices advanced by talking hard times and we fail to see what good can be accomplished by such methods but we realize that pessimism is almost a disease with some men.

We hope that as we turn our faces towards the new year we will hear more of optimism and good cheer.

R. G. Dunn & Co. give their opinion of the future in the following statement:

"A new era of prosperity is dawning. The general situation at the close of the year is so much better than business men had anticipated, that optimism has taken the place of the wide-spread pessimism that characterized their utterances three months ago. Bankers, railroad administrators, industrial manufacturers and merchants who took a gloomy view of the outlook even thirty days ago, now pitch their comments in a hopeful tone."

Such statements as these give good reasons for optimism and we anticipate a good year for the textile industry.

We extend each and every one of our readers our best wishes for a happy and prosperous new year.

New Child Labor Law.

The amended child labor law of South Carolina, eliminating all children under 12 years of age from the textile plants went into effect Jan. 1st. Under the old child law certain exemptions were allowed, because of "widowed mother or disabled parents. Commissioner Watson has notified all manufacturers of the new law, and the children under 12 years of age have been gradually taken from the mills.

Southern 130's.

We had an opportunity of seeing this week some 130-2 which has been recently spun at the Elizabeth Mills, Charlotte, N. C., and we believe it to be the equal of any frame-spun combed Sea Island produced in this county, it being exceptionally even and clean, and having little more twist than a mule-spun yarn of the same count.

Tribute to Tariff Board.

The following is an extract from the message of President Taft when he presented the first report of the Tariff Board to Congress:

"I venture to say that no legislative body has ever had presented to it a more complete and exhaustive report than this one on so difficult and complicated subject as the relative costs of wool and woolen the world over. It is a monument to the thoughtfulness, industry, impartiality and accuracy of the men engaged in its making. They were chosen from both political parties, but have allowed no partisan spirit to prompt or control their inquiries. They are unanimous in their findings. I feel sure that after the report has been printed and studied the value of such a compendium of exact knowledge in respect to this schedule of the tariff will convince all of the wisdom of making such a board permanent in order that it may treat each schedule of the tariff as it has treated this and then keep its bureau of information up to date with current changes in the economic world."

Export Freight Advanced.

An advance in the freight rates to South American ports, amounting to 50 per cent. in some cases, is likely to be a serious setback to the export business in cotton goods in that section, according to a report heard in one of the big houses selling the export trade. Business has been coming in nicely on prints, duck and staple goods, due to the low prices current, but freight rates have been advanced during the last few days so as to increase substantially the landed cost of American-made goods, especially those of the heavy character such as duck.

The trade complains that rates on South American shipments usually are advanced as business expands owing to a lack of steamship shipping facilities to South American ports would assist the export trade materially. — Daily Trade Record.

PERSONAL NEWS

J. M. Snoddy is now section hand at the Laurens (S. C.) Cotton Mills. Will King is now second hand in spinning at the Sycamore (Ala.) Mills.

W. H. Edwards has resigned his position as loom fixer at the Poe Mills, Greenville, S. C.

Ed. Roberson has been promoted to second hand in spinning at the Loray Mills, Gastonia, N. C.

S. C. Simmons has resigned as superintendent of the Pioneer Cotton Mills, Guthrie, Okla.

A. H. Payne has accepted the position of assistant master mechanic at the Victor Mills, Greer, S. C.

Wm. Parker, Jr., is now superintendent of the Standard Cotton Mills at Cedartown, Ga.

D. P. Rhodes has accepted the position of superintendent of the Osage Mills, Bessemer City, N. C.

J. W. Morse has resigned as second hand in weaving at the Clinton (S. C.) Cotton Mills.

J. H. Richardson is now superintendent of the Verlina Mills, Jacksonville, Ala.

J. R. Lasseter is now superintendent as well as treasurer of the Hutcheson Mfg. Co., Banning, Ga.

R. A. Holsanback, of Columbus, Ga., has accepted a position at the Erwin Mills, West Durham, N. C.

E. D. McCarthy is now superintendent of the Savannah (Ga.) Cotton Mills.

Robt. A. Love is now acting as superintendent as well as president of the Gastonia (N. C.) Mfg. Co.

F. L. Wilson is now superintendent of the Holland Mill, Gastonia, N. C.

W. D. Piper, from Columbus, Ga., is now engineer at the Cowikee Mills, Eufaula, Ala.

A. B. Howard has resigned as overseer of cloth room at the Fairfield Mills, Winnsboro, S. C.

Will King is now second hand in spinning at the Sycamore (Ala.) Mills.

G. W. Russell is now overseer of spinning at the Huntsville, (Ala.) Mills.

C. Aurhamer has resigned as overseer of dyeing at the Middleburg Mills, Batesburg, S. C.

Joseph Beal has accepted a position with the Saxony Mills, Lincolnton, N. C.

C. D. Barfield has resigned as overseer of weaving at the Canton (Ga.) Cotton Mills.

R. J. Brown has resigned as master mechanic at the Wylie Mills, Chester, S. C.

C. T. Hughes has accepted the position of second hand in weaving at the Victoria Mills, Greer, S. C.

J. L. Mattox, overseer of carding at the Ottaray Mills, Union, S. C., now also has charge of the spinning with those mills.

H. M. Miles has resigned as overseer of carding and spinning with the Jennings Mills, Lumberton, N. C.

W. Hammet has resigned as loom fixer with the Dennison (Tex.) Mills to accept a similar position with the Bonham (Tex.) Mill.

Arch Ennis, of Covington, Ky., has accepted the position of overseer of carding at the Elk Cotton Mills, Fayetteville, Tenn.

D. M. Coats, who has been overhauling spinning at the Ottaray Mills, Union, S. C., is now doing similar work at the Monarch Mills of the same place.

Will Glenn has resigned as assistant engineer with the Clinton (S. C.) Cotton Mills to accept position as engineer and mechanic with weaving at the Alta Vista (Va.) the Banna Mfg. Co., Goldville, S. C. Cotton Mills.

CARDS, DRAWING,	COTTON MILL MACHINERY	SPINNING FRAMES,
MASON MACHINE WORKS		
TAUNTON, MASS.		
EDWIN HOWARD, Southern Agent Charlotte, N. C.		
COMBERS, LAP MACHINES		MULES, LOOMS.

R. T. Comer, formerly of Fort Valley, Ga., has accepted the position of superintendent of the Pioneer Mills, Guthrie, Okla.

C. E. Neisler will act as superintendent of the Klotho Mills, Kings Mountain, N. C., in addition to his other mills at that place.

J. P. McCraw, from the Lydia Mills, Clinton, S. C., has accepted the position of overseer of weaving at Walterboro, S. C.

R. Ed. Gaines, of the Ware Shoals Mfg. Co., spent several days with his parents at Greenwood, S. C., last week.

W. L. Parnell, of Iva, S. C., has accepted a position in the spinning room of Anderson (S. C.) Mill No. 2.

J. I. Painfer, of Whitmire, S. C., has accepted the position of second hand in spinning at the Clinton (S. C.) Cotton Mills.

J. H. Higgenbotham has resigned as overseer of weaving with the Winder (Ga.) Cotton Mills, to accept a similar position with the Canton (Ga.) Mills.

Robt. Mallison has resigned as overseer of carding at the Sycamore (Ala.) Mills to accept position with the Dwight Mfg. Co., Alexander City, Ala.

J. D. May has resigned as overseer of spinning at Eflrd Mill No. 2, Albemarle, N. C., and accepted a similar position at the Jennings Mill, Lumberton, N. C.

J. P. Eller of the Dan River Mills, No. 3, Danville, Va., has accepted the position of second hand in weaving at the Alta Vista (Va.) the Banna Mfg. Co., Goldville, S. C. Cotton Mills.

T. A. Busbee has resigned as second hand in No. 2 weaving at the Poe Mills, Greenville, S. C.

Wm. Osteen is now bookkeeper and supply man for the weave room at the Poe Mills, Greenville, S. C.

J. E. Crosby, from the Monaghan Mills, Greenville, S. C., is now fixing looms at the Poe Mills, of the same place.

D. F. Poole, designer of the Poe Mills, Greenville, S. C., has also become overseer of all the weaving at that mill.

J. E. Hudson has been promoted from loom fixer to second hand in No. 3 weaving at the Poe Mills, Greenville, S. C.

J. H. Hipp has resigned as second hand in cloth room at the Poe Mills, Greenville, S. C., to become overseer of cloth room at Catechee, S. C.

J. O. Spake has resigned as overseer of weave room No. 3 and 4 at the Poe Mills, Greenville, S. C., to become overseer of weaving at Williamston, S. C.

W. H. Tillotson has been promoted to second hand in cloth room at the Poe Mills, Greenville, S. C.

E. F. Wellman, formerly superintendent of the Androscoggin Mills, Lewiston, Me., is now manager of French Broad Mfg. Co., Asheville, N. C.

W. H. Bradley, formerly manager of the Asheville (N. C.) Quilt Mills is now General Manager of the Lexington Mfg. Co. and Saxe Gotha Mills at Lexington, S. C., and the Palmetto Mills at Columbia, S. C.

OVERFLOW PERSONALS PAGE 16



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CHARLOTTE,

NORTH CAROLINA

MILL NEWS ITEMS OF INTEREST

Anderson, S. C.—The Orr Cotton Mills have passed their January dividend.

Lynchburg, Va.—The Lynchburg Cotton Mills, brown sheetings, satens, prints, etc., are reported to be sold up until March, 1911.

Greenville, S. C.—The Woodside Cotton Mills will declare a 3 1-2 per cent. semi-annual dividend on both preferred and guaranteed stocks, January 1.

Piedmont, S. C.—The Piedmont Manufacturing Company have declared their regular quarterly dividend of 2 per cent., payable January 1.

Rock Hill, S. C.—The Harriss Mfg. Co. has been leased by the Victoria Cotton Mills and will be put in operation at once on coarse yarns.

Greenwood, S. C.—A number of mill owners are pleased at the fact that dividend day with the mills will soon be here. The banks also pay out dividends. The Grendel Mills will resume its dividend this year, paying a four per cent. semi-annual dividend January 1st.

Wilson, N. C.—It is reported that the Wilson Cotton Mills have arranged for the installation of new machinery, the purchase to be completed early in 1912. The company is now operating with about fifty hands and will double this number about January 4th.

Wendell, N. C.—The R. B. Whitely Mfg. Co. has begun improvements to its power plant. It is installing a 44 by 36 Corliss engine and making other changes. The mill is equipped with 2,788 ring spindles, 12 cards, steam power, etc., for the production of knitting yarns which are sold direct in the South.

Forest City, N. C.—The Florence Mills have begun the construction of an additional building, but no announcement has yet been made as to the character and extent of the improvement. This company has a plant of about 15,000 ring spindles, 400 looms, etc., driven by steam power, on the production of flannels and chambrays.

Bessemer City, N. C.—The Osage Mill will resume operations after standing idle for nearly eight months. This is the old Southern Mill and is the largest mill here, by all odds. D. P. Rhodes, of Lintont, is the new superintendent. Mr. Rhodes is here now, getting things in readiness. This will be encouraging news to people here. Mr. Sealer continues to hold the position of bookkeeper for the company.

Whitmire, S. C.—The contracts for an extensive addition to the Glen-Lowry Manufacturing Co.'s plant has been awarded. The contract also calls for the erection of 75 cottages for mill operatives. The total award amounts to \$600,000.

Cherryville, N. C.—The Melville Manufacturing Company will increase its capacity about 100 per cent. early in 1912. This will be accomplished by running at night, whereas the plant is now being operated only in daylight. The company has an equipment of 5,000 spindles, etc., driven by electric power on the production of skeins, wet or dry twist.

Oklahoma City, Okla.—Articles of incorporation have been filed for the Milton Cotton Mills Co., of this place. The capital stock is placed at \$250,000, and the plan is for an early organization so that the mill can be built during 1912. The names of the interested parties have not been announced, but the company's main offices have been established here.

Newton, N. C.—The Newton Land and Loan Company bought the Ridgeview Cotton Mill property at the sale on the premises. The price paid was \$6,000. The property consists of seven acres of land on the Southern Railroad one-half mile north of the Newton depot and the main building for a cotton mill. The stockholders had expended on the property \$10,750. It is hoped the property will be used for some new industry.

LaGrange, Ga.—After a two-day shut-down for the Christmas holidays five of the local cotton mills now in operation began work again Tuesday morning. Several of the mills are compelled to work double time on account of the rush of business. It has been customary in several years past to give the operatives a week's vacation during the holidays but pressure of orders this year has forced the mill owners to abandon the custom in order to get out delayed shipments of manufactured product.

Smithfield, N. C.—The Ivanhoe Manufacturing Company will about double its equipment, contracts having been awarded for the necessary machinery. The installation will even more than double the present equipment, as 6,500 spindles are to be added, and the company had now only about 5,000 spindles. The new machinery will include carding, roving and picking machinery. It will require another new building, the construction of which has already begun. The contract for this new equipment has been secured by the Mason Machine Works, Taunton, Mass.

Gaffney, S. C.—The Hamrick Mills and the Limestone Mills have declared very satisfactory dividends, the first-named having shown at 3 1-2 per cent. dividend, while the latter declared a 6 per cent. dividend. This is very gratifying to Gaffney people, and is taken as a sign that the universal hard times have as yet failed to reach this city.

Mt. Holly, N. C.—It is reported here that Geo. A. Howell, of Charlotte, N. C., is preparing to perfect plans for the organization of his proposed Eenergetic Cotton Mills Company, mentioned last summer. He contemplates erecting a 70 by 300 foot building and equipping it with spindles, sewing machines, pattern machinery, etc., for the manufacturing of shirts, handkerchiefs, etc., to be sold direct to the retailers. It is proposed to capitalize this new concern at \$100,000.

Maryville, Tenn.—The Maryville Hosiery Mills, rebuilt after the fire of some months ago, will resume operations this month and will have about 100 knitting machines in position. This company's new building is 300 feet long by 36 feet wide, of fireproof mill construction, with sprinkler system. Electricity will be used for power and about one hundred operatives will be employed. Women's fine gauze hosiery will be made. R. B. Oliver is president and manager of the company.

Hickory, N. C.—The Ivey Manufacturing Company, of this place, will add 30 spinning frames and some new card room equipment. Contracts for the new machinery have been awarded to the Mason Machine Works, Taunton, Mass. This installation will provide the Ivey plant with enough carding and spinning machinery to balance its weaving department, thus making it unnecessary to operate at night. At present time the mill has 8,800 ring spindles, 400 broad looms, etc., driven by steam power, on the production of sateen.

Lebanon, Tenn.—The management of the Lebanon Woolen Mills has closed a contract with a Northern firm for \$40,000 worth of blankets for next season, the order it is said, amounting to something over 15,000 pairs. R. D. Rowell, the manager, has received a wire of acceptance from another concern for about 12,000 pairs, which practically completes the output of the mill for next year, unless a night shift of weavers is put on, which it is thought now will be done. A number of families of experienced weavers will move here the first of the year from Springfield and other points to begin work at the mills.

Columbus, Ga.—Several months ago, through co-operation of officers of the local branch of the Bibb Manufacturing Co., the operatives were induced to form what was called a "savings association," the object being to save a portion of their earnings, the rules being to deposit a small sum each week with the treasurer, who in turn would put the money in a local savings institution, where it would bear interest. It is stated that a number of the operatives have accumulated a good sum of money.

Mayesworth, N. C.—The Mayes Manufacturing Co. is said to have awarded contract for additional new machinery to Stuart W. Cramer, of Charlotte, N. C. While this report has not been officially confirmed, it is believed to be correct. It is understood that the company will erect an additional building, for which materials are now being assembled, to accommodate this new machinery. This company now has an equipment of 12,500 spindles, etc., driven by electric power on yarn production, and is a \$200,000 enterprise.

Post, Texas.—A cotton mill of 10,000 spindles and 200 looms is assured for this place. The machinery has been purchased through Fred H. White, of Charlotte, N. C., and consists of Stafford looms, Potter & Johnston lappers and cards, Woonsocket drawing and roving and Fales & Jenks spinning. H. W. Fairbanks, Dallas, Tex., has been secured as manager of construction and operating the plant when it is completed. Plans will call for the erection of a new building 125 feet wide by 500 feet long, built as to permit of future extensions at a minimum cost.

Griffin, Ga.—Forty-six creditors of the three cotton mills at Griffin, recently purchased by them at bankrupt sale for \$158,000, are now reorganizing the trio of mills into the Georgia Mfg. Co., and will operate them.

A meeting of the syndicate of creditors, many of them representing Atlanta interests will be held about the middle of next week to complete the organization.

The mills at Griffin are known individually as the Spalding, Boyd and Mangham, and Central Mills. Since their purchase, the Atlanta creditors in charge have employed an expert who carefully inspected the mills, placed a valuation on them and made a detailed report as to the amount of money necessary for their repair and improvement. It is believed that they will be started up within the next 60 days.

Hawkinsville, Ga.—J. C. Cooper, of Hawkinsville, has filed a petition in the United States court, seeking a review of the finding of the ref-

erect in the case of the Southern Cotton Mill Co., bankrupt. The mill was recently sold for \$30,000 by the receiver to E. J. Henry, representing the bondholders. Mr. Cooper, who claims to be a large creditor, now contends that the mill should have brought a larger price, as it cost \$110,000 when established several years ago, and is now in good condition. He claims that if the present sale is upheld by the court only the bondholders will receive any money, and other creditors, including himself, will suffer a complete loss. The title to the property is greatly involved, on account of much litigation, some of which is now pending before the State Supreme Court, and it is stated that this fact kept away bidders. The sale was approved by Trustee Alexander Proudft, and Mr. Cooper wants the decision set aside. The petition was filed by Attorneys R. L. Berner and J. R. Cooper. The bondholders, whose claim is \$50,000 with interest, is the Planters' bank of Hawkinsville.

Dividend Day At Greenville.

January 1st is dividend day at the mills in Greenville.

Of the cotton mills of Greenville heard from the total dividends to be issued at this period will aggregate \$316,824. This only includes mills within the county and the Parker Cotton Mills Company. All of the mills that issued dividends last July will make payments this time. Some of the mills in the county are closed corporations, and these, of course, will not pay dividends. Batesville, Pelham and Camperdown are closed corporations.

Parker Mills.

The Parker Cotton Mills Company, one of the recently formed so-called cotton mergers, will pay the same dividend. The Parker Company will pay a quarterly dividend of 1 3-4 per cent. on the guaranteed stock and a like dividend of 1 1-2 per cent. on the preferred stock, both dividends aggregating \$102,000.

Woodside Mills.

The directors of the Woodside Cotton Mills Company will meet Friday and declare the semi-annual dividend. The Woodside Cotton Mill, the Fountain Inn Cotton Mill and the Simpsonville Manufacturing Company are all under this company. Last July the Woodside Company declared a semi-annual dividend of 3 1-2 per cent. on a capital of \$800,000, totaling \$28,000. No dividends were declared on the Fountain Inn and Simpsonville Mills.

Pelzer Mill.

The Pelzer Mill will declare the usual dividend, 5 per cent on a mil-



There's No Such Thing as a Poor Humidifier—although there are favorites in our own estimation. The Turbo makes a hit with us not because we sell it—for it had to make the hit before we bought it.

We came to the conclusion that in order to sell well we must at least believe in it ourselves. So, brother, we didn't take hold of this Turbo Humidifier as a drowning man grabs a straw—but because we investigated it and knew it to be an improvement.

Get Turbofied and satisfied—but before that, get satisfied that you want to be Turbofied—for that's the only basis on which we care to do business.

THE G. M. PARKS CO.

FITCHBURG, MASS.

Southern Office, No. 1 Trust Bldg., Charlotte, N. C.
B. S. COTTRELL, Manager

Textile Directories

Clark's Directory

OF

Southern Cotton Mills

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CHARLOTTE, N. C.

lion dollar capital, amounting to \$50,000.

American Spinning Co.

The directors of the American Spinning Company will meet Friday and declare the dividend. Last July the company declared a semi-annual dividend of 1-2 per cent. on \$250,000 preferred stock, 5 per cent. on \$350,000 common stock, \$8,750 and \$17,500 respectively, making a total of \$26,250.

Brandon Mill.

The Brandon Mill will declare its usual semi-annual dividend, 3 per cent. on \$900,000 stock, making \$27,000.

Poe Mfg. Co.

The F. W. Poe Manufacturing Company will declare a dividend, semi-annual, of 4 per cent. on a capital stock of \$1,000,000, making a total dividend of \$40,000.

Mills Mfg. Co.

The Mills Manufacturing Company will pay a dividend of 3 per cent. semi-annually on a capital stock of \$352,400, the whole amounting to \$10,572, one half per cent. less than was declared in July.

Carolina Mill.

The Carolina Mill will pay a semi-annual dividend of 3 per cent. on a capital stock of \$150,000, amounting to \$4,500.

Union Bleachery.

The Union Bleachery and Finishing Company will declare 3 per cent. on a capital of \$400,000, amounting to \$12,000.

Easley Mill.

A mill located outside of Greenville but under the management of a Greenville man, the Easley Cotton Mill, will pay a semi-annual dividend of 5 per cent. on a capital stock of \$360,000, this semi-annual payment amounting to \$18,000.

Lily Mills Bankrupt.

Greensboro, N. C.—The second of a chain of four cotton mills in Rockingham county of which the American Warehouse Company, now in bankruptcy, was the holding company and in which the Marshall Field Company of Chicago owned the controlling stock, was placed in bankruptcy by Judge Boyd upon the petition of unsecured creditors of the Lily Mills. The court named J. S. McAllister, of Spray, as receiver upon the prompt filing of an answer by the defendant corporation making admission of insolvency. A statement issued recently by the company showed its liabilities to be \$31,000 and assets \$325,000, though it is said that the latter had been very seriously impaired since that time. The mill had a capital stock of \$68,000 and bonded indebtedness of \$35,000.

AMERICAN MOISTENING COMPANY

BOSTON, MASSACHUSETTS

WILLIAM FIRTH, President

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THE ONLY PERFECT SYSTEM OF AIR MOISTENING
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JOHN HILL Southern Representative, Room J, Grant Building, ATLANTA GEORGIA

Cotton Goods Report

New York.—The closing week of the year was a rather quiet one in the cotton goods market. As was expected no large volume of business was put through.

Through the market the different houses in closing their books for the year report that so far as yardage is concerned sales of staple cottons have been better than expected, but when it comes to dollars and cents conditions have not been satisfactory. Low prices have caused small profits.

The outlook in the New Year for staples is much lighter than for fancy and novelty goods.

Little business is being put through in the China market, due to unsettled conditions. Stocks in this quarter are reported to be low. A small sale of 500 bales of Pepperel sheeting at a price slightly below 7 3/4 cents has been made during the last few days to India. A fair amount of business is being put through in the Red Sea market, and quite a substantial amount has been turned down, due to the fact that domestic mills could not make prices one-eighth of a cent lower. There has been a demand for 3.25 sheets offered at 6 1/4 by domestic mills, but no business resulted as Red Sea buyers wanted the goods one-eighth of a cent lower. South American trade is reported as fair.

Commission houses and export brokers state that stocks of cotton goods in the Far Eastern markets are low and the prospects for business are better, due to the low prices at which American goods can now be offered. The quality of American lines of coarse cottons at to-day's prices has been the deciding factor in giving them preference over Japanese, Italian and English goods of a poorer character.

Some of the commission houses having difficulty with the mills in placing small orders, or orders for sample pieces for fine and novelty cotton goods. While orders can be placed abroad by importers of goods of this character in small quantities, domestic mills are not willing to accept orders for less than 500 pieces.

Such a condition results in the importation of large quantities of foreign cotton fabrics, selling at high prices which could be made profitably in this country. According to a member of one of the leading commission houses in the street this retards the development of the fine goods industry in this country more than anything else. Foreign mills take orders for small runs of novelty and fine goods which are disposed of at great profit by domestic retailers.

Trading in the Fall River print cloth market was quiet last week, as had been expected for the closing week of the year. Most of the buyers kept out of the market altogether, being very busy with

stock-taking, and those who were in evidence in most cases were simply filling urgent needs. Only a few buyers placed orders for any distant delivery and they evidently were covering moderately in anticipation of an active demand at the beginning of the New Year.

There is general expectation among mill men that there will be a heavy demand for goods before the end of January. At the present time the mills are not carrying large stocks and it would be impossible for them to meet a heavy run on any style for immediate delivery.

Mill men express confidence that the demand will become so active before February is well under way that they will have no trouble in securing full quoted prices, with very good prospects of better prices prevailing. There are many buyers known now to be short of goods.

Current prices on cotton goods were quoted in New York as follows:

Print cloths, 28-in. std., 8 7-8.
28-inch, 64x64s, 3.
Gray goods, 38-in. 68x72's, 4 13-1/4 to 7-8.
38 1-2-in. stds., 4 1-2 to 4 1-4.
4-yard, 80x80's, 6 3-4 to 6.
Brown drills, standards, 7 1-2.
Sheetings, Southern std., 7 1-4 to 4-yard, 56x60's, 5 3-8 to 5 1-2.
Denims, 9-ounce, 12 1-4 to 16 1-2.
Tickings, 8-ounce, 12 1-2.

Weekly, Visible Supply of American Cotton.

December 29, 1911	4,784,547
Previous week	4,615,588
Last year	285,978

Weekly Cotton Statistics.

New York, Dec. 29.—The following statistics on the movement of cotton for the week ending Friday, December 29, were compiled by the New York cotton exchange:

WEEKLY MOVEMENT.		This Yr.	Last Yr.
Port receipts		350,936	306,300
Overland to mills and Canada		30,245	34,705
Southern mill takings (estimated)		100,000	60,000
Gain of stock at interior towns		10,443	10,899
Brought into sight for the week		41,725	411,904
TOTAL CROP MOVEMENT.			
Port receipts		7,104,569	6,048,100
Overland to mills and Canada		382,603	525,869
Southern mill takings (estimated)		1,380,000	1,220,000
Stock at interior towns in excess of Sept. 1		777,632	724,477

Brought into sight thus far for season 9,644,804 8,518,455
Four hundred and ten bales added to receipts for the season.

GRINNELL WILLIS & COMPANY

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Large cotton mill buildings, without machinery, situated adjacent to a good hydro-electric power plant, in a prosperous Southern city. Twenty-one tenement houses, ready for immediate occupancy, go with the property. Local capital available to right parties.

Also a smaller mill, with machinery complete, suited for making cotton yarns: Most liberal propositions made if right party can be obtained. Refer to file No. 7500 for further information.

M. V. RICHARDS

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Room J

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Clays in the South

The U. S. Government report shows that the value of brick and tile manufactured from clay in Pennsylvania for 1909 exceeded twenty million dollars.

We can show limitless deposits of superior clay in easy reach of reasonable priced electric power, where transportation facilities offer a very wide distribution.

An ideal location for a large plant. For particulars address

J. A. PRIDE

General Industrial Agent, Seaboard Air Line Railway

NORFOLK, VIRGINIA.

We take pleasure in announcing that

MR. JOHN HILL
of Atlanta, Ga.

has associated himself with us as our Southern Representative, with offices in the Third National Bank Building, Atlanta.

Mr. Hill has been long and favorably known to the Textile Trade, and is a recognized authority on matters pertaining to Manufacturing Equipments.

Our Mr. J. F. Porter continues with us as Mr. Hill's associate.

We commend our Representatives to your consideration; and with sincere appreciation of past favors, solicit your inquiries when in the market for any of our Humidifying or Moistening Devices.

Respectfully,

American Moistening Co.
BOSTON, MASS.

WILLIAM FIRTH, Prest.

FRANK B. COMINS, V-P. and Treas.

Personal Items

J. M. Weaver is now agent of the Bibb Mfg. Co. mill at Reynolds, Ga.

J. E. Lavender is now fixing looms at the Poe Mills, Greenville, S. C.

J. W. Cuddy is now superintendent of the Bibb Mfg. Co., at Columbus, Ga.

J. R. Plunket is now filling the position of superintendent of Bibb Mfg. Co. No. 1, Macon, Ga.

L. A. Abererombie has resigned as superintendent of Bibb Mfg. Co., No. 1, Macon, Ga.

J. C. Gambrell has resigned as superintendent of Bibb Mfg. Co., No. 2, Macon, Ga.

Thomas Hall is now superintendent of Bibb Mfg. Co., No. 2, Macon, Ga.

R. L. Burris, of Eastman, Ga., has accepted a position with the Eastman (Ga.) Cotton Mills.

D. A. Wiley of Liberty, S. C., has accepted the position of second hand in weaving at Catechee, S. C.

J. B. Bailey has resigned as overseer of weaving at Williamston, S. C.

J. L. Phillips, of Columbus, Ga., has accepted the position of overseer of weaving at Warrenville, S. C.

C. B. Gunn, superintendent of the Union Mill, Lafayette, Ga., was presented with a handsome chair by his operatives.

W. H. Conner has accepted the position of second hand in carding at the Highland Park Mills No. 1, Charlotte, N. C.

L. L. Chandler has been promoted from the position of overseer weaving to that of superintendent at the Appalache Mill, Arlington, S. C.

D. M. Smith has resigned as overseer of spinning at the D. E. Converse Co., Converse, S. C., to become assistant superintendent of the Clifton Mfg. Co., Glendale, S. C.

C. B. Skipper, who is to be superintendent of the new Thayer Mfg. Co., at Charlotte, had the misfortune to get his leg broken last week.

W. R. Ennis, overseer of spinning at the Majestic Mills, Belmont, N. C., was married on Dec. 23d to Miss Henrietta Freeman, of Tuxedo, N. C.

J. S. Osteen, the retiring superintendent of the Brandon Mills, Greenville, S. C., was presented with a handsome alligator skin traveling bag by his employees.

J. A. Greer, superintendent of the Buck Creek Cotton Mills, Siluria, Ala., received a nice fountain pen as a Christmas gift from his overseers.

W. F. Cleveland, overseer of weave room No. 1 of the Poe Mills, Greenville, S. C., has been promoted to assistant overseer of all the weaving in that mill.

C. F. McCal, overseer of spinning at the Brandon Mills, Greenville, S. C., received as a Christmas present from his operatives a handsome watch chain and a merschaum pipe.

J. D. May has resigned as overseer spinning at the Efford No. 2 Mill, Albemarle, N. C., to accept position as overseer carding and spinning at the Jennings Mills, Lumberton, N. C.

Oscar Davis has resigned his position with the Highland City Mills, Talladega, Ala., to accept position as second hand in the No. 2 spinning room at the Sycamore (Ala.) Cotton Mills.

Representative of American Moistening Co.

John Hill, of Atlanta, Ga., has been appointed Southern representative of the American Moistening Co., with headquarters in Grant Bldg., Atlanta.

J. F. Porter will be associated with Mr. Hill and have special charge of the erection work.

Announcement.

We take pleasure in announcing the appointment of J. S. Cothran as agent for the sale of our "Pneumatic C. O. B. Machines."

Mr. Cothran's headquarters will be in Charlotte, N. C., where he will be pleased to give prompt attention to all inquiries or business entrusted to him.

Empire Duplex Gin Company,

J. E. Cheesman, Manager.
68 William St., New York, N. Y.
January 1, 1912.

Young Man Badly Cut.

Charles Hord, an employe of the Loray Mills, Gastonia, N. C., was badly cut near the Loray Mill by an unknown negro last week. Several ugly gashes were made on his face and shoulders.

Hord and three companions got into a difficulty with a party of negroes, resulting in the injuries to Hord.

At The Locke Mill.

The superintendent and overseers at the Locke Mill, Concord, N. C., were very substantially remembered by their operatives Friday before Christmas.

Supt. Fowler was pleasantly surprised to find a handsome, leather upholstered Morris chair at his home Friday night, presented by his overseers. John A. Goodman received a fine Elgin gold watch. A. C. West received a fountain pen, Mr. J. S. Stroud received a handsome Elk emblem ring, and J. C. Cook and W. P. Hurt received neckties and scarf pins.

Supper to Mill Overseers.

Hamlet, N. C.—A pleasant occasion of the holidays was an oyster supper tendered by H. C. Moore, superintendent of the new Entwistle Mill, near this place, to his overseers at the Hotel Seaboard. Mr. Moore is a very popular official, and a feature of the occasion was the presentation of a Masonic signet ring to the genial host by his lieutenants.

Husband Held For Murder of Wife.

One of the most brutal crimes ever committed in South Carolina was the murder of Mrs. Alice Campbell, of the Brandon Mill village, Greenville, S. C. She was found in her bed, in a dying condition, one morning last week. Her head had been split open with an axe. Her two-year-old boy, immersed in a pool of blood was lying at her side.

Later in the day suspicion began to point to the woman's husband, and he is now held in the county jail. Blood stains were found on his hands and other traces of the crime point to him as the guilty person.

Chadwick-Hoskins Men Banquet.

A very enjoyable banquet was held by the assistant superintendents and overseers of the Chadwick-Hoskins Mills, Charlotte, N. C., on Friday night before Christmas. A feature of the occasion was the presentation of a diamond stud, as a Christmas gift to H. H. Boyd, general superintendent of the mills.

Those present were: W. F. Bennett, W. B. Bridges, J. P. McSwain, C. L. Upchurch, R. H. Layton, J. J. Barnett, H. C. Redding, J. B. Boyd, J. L. Thompson, D. J. Sossoman, Lindsay Padgett, C. T. Hicks, J. D. Buice, E. W. Morris, B. F. Bumbarner, E. M. Walter, T. M. Lumley, H. W. Warner, W. S. Boyd, J. H. Gardner, E. M. Walter, R. H. Ingle, F. H. Simpson and S. R. Monteith.

Boy Mill Operative Turns Out to Be A Girl.

Spartanburg. — "Oscar Owens" who was known as a boy laborer in the Spartan Mill and at Saxon Mill for a year or more, has turned out not to be "Oscar" but Mary Owens, a very comely young woman, who says that she adopted men's garb in order to better trace a husband, who deserted her some time ago.

The discovery that "Oscar" was not a boy came about when "he" decided to become "she" again, abandon the search for her husband and return to her dress as a woman. She made the change without attracting suspicion at the mill village, but after she reached the city, persons who knew "Oscar" notified the police that he was down town masquerading as a girl.

It developed that "Oscar" Mary roomed with a holiness preacher who claimed that he was not aware that he was really a girl. He has not been seen for two days.

MANAGEMENT OF HELP.

(Continued From Page 8.)

of the parents I take the children personally, I believe it the right thing to talk to them, and listen, too, as to what they expect to make of themselves in the future and advise them what to do and how to conduct themselves.

Religion is a mighty good thing, but preaching and running a cotton mill are two separate jobs. I like to meet my help at Sunday school and church and think that it creates a closer feeling between us. I also like to see them have some amusement besides the church, for "All work and no play makes Jack a dull boy."

Yazoo.

Number Three.

by Chas. M. Stoy,

THIS subject is one which is hard to discuss, as one hardly knows how to commence. It takes a long time for some to learn it, and to others it comes natural, while there are others who never learn the knack of managing help at all.

To begin with, in order to manage help successfully, one should use diplomacy, and if he is not blessed with that valuable gift, he had better cultivate it, as that is one of the most important things one has to learn. By this he is enabled to go to the help, when discouraged, and show them the bright side, and present things in a pleasant light, which will cause them to take on new interest and take heart. This is where human nature has to be studied, for all persons cannot be managed in the same way. Some have to be treated in a positive, dignified way; allowing no kindness—otherwise they will take advantage. Others have to be watched carefully in order that they carry out orders and make good work. There are others who need only to be told in a pleasant way, and will go on and take a pride in doing their very best. Still another class will do if they are bragged on, and jollied along, and made to think that they are the best of help to be found anywhere. Therefore, an overseer or superintendent must study human nature and learn how to rub each and every one's disposition so as not to rub it the wrong way. Please do not understand me to say that every manager does not have his troubles with the help at times, even if he uses all his skill, for there are some chronic kickers who cannot get along with any one. This class go to work and do very well for a few days, but begin to get dissatisfied in a short time with first one thing and then another. Perhaps it is the work, or the room, or perhaps the mill generally. They want to be changed to other work, or to another room, or they find that the mill does not suit them, or they cannot borrow ahead of their wages, or do borrow money and see an opportunity to skip out without paying it back, and so on. Nearly every mill is afflicted with this sort of help at one time or another, and the sooner that this class is gotten rid of the better it will be for everybody and the Company too.

He will find in the management of help that the best way to get along successfully is to make no promises but what you can fulfill. Do as the occasion demands. When you are ready to promise anything, at that same time be in a position to grant it. If anything will cause help to get dissatisfied and lose confidence in

(Continued on Page 18)

Want Department

Want Advertisements.

If you are needing men for any position or have second hand machinery, etc., to sell, the want columns of the *Southern Textile Bulletin* afford a good medium for advertising the fact.

Advertisements placed with us reach all the mills.

Employment Bureau.

The Employment Bureau is a feature of the *Southern Textile Bulletin* and we have better facilities for placing men in Southern mills than any other journal.

The cost of joining our employment bureau is only \$1.00 and there is no other cost unless a position is secured, in which case a reasonable fee is charged.

We do not guarantee to place every man who joins our employment bureau, but we do give them the best service of any employment bureau.

Loom Fixers Wanted.

Wanted at once by Northern cotton mill, three good loom fixers familiar with dobby work. Pay \$2.33 1-3 per day. No hobos or boozers need apply. Regular work guaranteed. Address No. 1009.

WANT position as overseer of spinning. Have had long experience and can furnish satisfactory references. Address No. 82.

WANT position as overseer of spinning and twisting. Thoroughly experienced on No. 15s to 60s combed and carded. Now employed. Married and strictly sober. Good manager of help. Address No. 83.

WANTED position as overseer of spinning or superintendent of a small mill. 32 years old. Married. Good references. Experience on 8s to 60s local to Egyptian stock. Address No. 84.

WANT position as overseer of weaving. Have had long experience and am now employed. Can furnish good references. Address No. 86.

WANT position as overseer of spinning. Age 30. Married. Been in spinning room 20 years. Can furnish good references. Address No. 87.

had 15 years experience on dyeing and bleaching long and short chain warps and raw stock; also sizing. Have been five years on present job. Good references. Address No. 88.

WANT position as superintendent of yarn mill of 5,000 to 10,000 spindles. Now employed as superintendent but want to change. Age 40. In mill 26 years. Held one position 7 years. Good references. Address No. 89.

WANT position as carder or spinner or both. Experience of 25 years on both combed and carded yarns from 8s to 60s. Satisfactory references. Address No. 90.

WANT position as superintendent of yarn or cloth mill. Experience on both coarse and fine counts and on white and colored goods. Satisfactory references. Address No. 91.

WANT position of superintendent of large mill. Now employed as superintendent and have held this position for five years. Age 36. Strictly sober. Good references. Address No. 92.

WANT position as overseer of weaving room in small mill. Have had 10 years' experience as second hand. Can give good references from present and past employers. Address No. 93.

WANT position as overseer of cloth room. Would not consider less than \$3.00. Experience on fine goods. Address No. 94.

WANT position as engineer and machinist. Have had good experience in cotton mill work. Am now employed but could change on 10 days notice. Good references. Address No. 95.

WANT position as superintendent of small mill or assistant superintendent of large mill. Experienced in all departments on from 1-2s up to 80s combed yarns. Good references. Address No. 96.

WANT position as overseer of cloth room. 20 years experience. 10 years at present place. Strictly sober. Good references. Address No. 97.

WANT position as overseer of weaving in small mill or second hand in weaving in large mill. Experience on plain, fancy and jacquard work. Draper and box looms. Married. Strictly sober. Good references. Address No. 98.

WANT position as superintendent. No employed but wish to change on account of health of locality. Have had long experience and can give satisfaction. References will be furnished on application. Address No. 99.

WANT position as superintendent. Have had long experience and have operated some of the best mills in the South. Resigned last position on account of illness from which have now recovered. Can furnish satisfactory references and can get results. Address No. 100.

WANTED — Position as second hand of carding in large mill or overseer in small mill. Five years experience as second hand. Married; age 25 years. Good references. Address No. 101.

WANT position as overseer of spinning, spooling and warping. Now employed but would prefer to change. Long experience and satisfactory references. Address No. 102.

WANT position as overseer of spinning. Now employed but want larger job. Can furnish good references from present or former mills. Address No. 103.

WANT position as overseer of carding. Experienced on No. 8s to 40s. Good manager of help. Age 30. Strictly sober. Best of references as to character and ability. Address No. 104.

WANTED—Position as overseer of cloth room. Am at present employed handling product of 1,700 looms on export and domestic. Have 14 years' experience as overseer with some of largest mills in South. Can furnish necessary reference as to integrity and ability. Prefer location in upper Carolina. Address No. 105.

WANT position as overseer of weaving. Experienced on plain and Draper looms and check work. Am also a designer and experienced finisher. Held last job 7 years. Good references. Address No. 106.

WANT position as overseer of spinning. Have eight years experience as overseer. Am 28 years old and have good references. Not interested at less than \$2.75. Address No. 107.

WANT position as overseer of weaving. 12 years experience with good mills. Best of references. Address No. 108.

WANT position as overseer of carding. Now employed but desire larger room. Have had good experience and have held present position for six years. Address No. 109.

WANT position as carder or spinner. Seven years as machinery erector and overseer of carding and spinning. Married. Age 35. Good references. Address No. 110.

PATENTS

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Send your business direct to Washington. Saves time and insure better service.

Personal Attention Guaranteed
30 Years Active Service

SIGGERS & SIGGERS

Patent Lawyers

Suite 34 N. U. Bldg. Washington, D.C.

WANT position as superintendent at not less than \$2,000. Now employed, but would prefer to change. Good references as to both character and ability. Address No. 111.

WANTED position as overseer of weaving. 36 years of age. Married. Strictly sober. Good manager of help. Won't consider anything less than \$2.50 per day. Can furnish good reference from present and past employers. Address No. 112.

WANT position as overseer of finishing or weaving or both. Have had long experience and can furnish first class references. Address No. 113.

WANT position as superintendent. Had long experience on many lines of goods and can get quality and production. Sober and reliable. Address No. 114.

WANT position as overseer of carding. 7 years card grinder. 4 years second hand. 3 years as overseer on present job. Married. Good references as to habits and work from present and former employers. Address No. 115.

WANT position as overseer of spinning in large mill or superintendent of yarn mill. Have had long experience and am now employed. Address No. 116.

WANT position as overseer of spinning. Have had 12 years experience on white and colored work both coarse and fine. Age 44. Strictly sober. Address No. 117.

WANT position as superintendent or overseer of carding and spinning. Now employed. Long experience and good references. Address No. 118.

WANT position as overseer of carding in large mill. Married. Sixteen years experience and am now employed but prefer to change. Address No. 119.

WANT position as overseer of carding. 36 years old, married and can furnish best of references. Now employed in large mill but wish to change. Address No. 120.

(Continued on Page 18)

Management of Help.

an overseer or superintendent, it is that habit of making promises and not fulfilling them. He will soon get the reputation of not being a man of his word, and everyone will lose confidence in him. The overseer should conduct himself so that the help will look up to him and respect him, and act so that each hand from the youngest to the oldest will have confidence in his ability to govern and manage his help, and run his work to the best advantage. Alas, there is too much immorality and whiskey drinking among superintendents and overseers. This is a deplorable fact, which should not be tolerated by any Company, but should be stopped at once. Instead of such men building up respect and high moral standing for a community, they will debase and corrupt it. How can a Company have a class of help that they should take a pride in and wish to elevate, and at the same time employ such men to direct its affairs? It is true that such men often get along well with the help and are good managers, and get good production for the Company. The help think he is a good fellow, kind and pleasant, with a smile for this one, and a familiar arm take for that, yet how much can they cause that same community to be looked down on and debased. Select good, clean, honest decent men, who understand their business. If you haven't got them, keep on until such men can be secured. Pay for such men, and they can be gotten. Men that are positive, kind and pleasant, yet firm. Men who will take an interest in the upbuilding of the community in which they live, and of their help, overseers and superintendent should be men who can get the confidence of their help. The Company should furnish ways and means for the good of their help. They will soon see that the expense it has for good houses, decent managers, clean streets, good wholesome places of amusement, good schools, and good churches, will bear fruit, and will gain for them a class of help that are contented and willing to abide by the rules, and work for the Company's interest. Now we will turn to another side—good contented help must also have good running work, for it is a fact that a mill can pay high wages and have bad running work, and you cannot have a contented set of help. They will invariably look elsewhere for jobs, and they can find them too these days. A mill can pay less wages and have its work running good, with its machinery properly oiled and in running order, everything going smoothly—and have a better and more obedient set of help than the one paying big wages with bad running work. The overseer should see to it that each and every machine is in proper running order. He must understand that he is an "Overseer" and not an "Overlooker," which, alas, is a term that can be applied to many holdings such positions. He should stick up few rules on the walls, and if it be necessary to put a rule up, be careful that the rule is enforced. A rule stuck up on the wall and not enforced is worse than no rule at all. There are some times when the overseer is placed in a position where he has to shut his eyes to certain things, and pretend not to see them. He may be short of help and cannot afford to discharge a hand at that time on account of

some little act that is not allowed. Then he must use his wits and look another way if necessary. Of course, every overseer knows when these times come. Possibly the next day if the fault is repeated he will be in a position to correct it. Every overseer should have a system and a time to have each part of his work done, and see that the help carry out these orders, and comply to the system. No room can be run successfully without system. Confusion should be avoided. Have a second hand and give your orders through him, and see that he and some radical change. Look at every side and see where you will land before you make a change, the section men carry them out. Weigh every matter of importance, and think it over well before making and see if such a change is practical and beneficial. Have the second hand and section men treat the help in the proper manner and do not allow them to curse or misuse them. Such business as is right and proper, let it be carried on through the second hand. There are other things that should receive the personal attention of the overseer. He should not vacillate or hesitate in his duty, but when there is an unpleasant task to do he should lead the way. He should not lend or borrow money from the help, thereby putting himself under obligations to them. While there are in every room some hands that are more skilled and agreeable, and do their work better than others, he should recognize this by some word of praise, and should avoid partiality as that will breed discord every time. He should try in some way to appeal to the pride of each, and spur them on to the top. Be the friend to all, and at the same time gain respect of all. Stand by them; get their confidence; do not swindle or defraud them; pay them what they have earned—give them every hour due them. The overseer should be careful as to the example he sets. When a hand is at fault, and needs correction, let him go to that hand and talk to him or her in a gentlemanly way, always trying to avoid rough or harsh language. Explain what must be done, and what will follow should it not be done. Show that hand that you mean what you say. Convince him or her of the error, and make the hand see the fault to be corrected. Avoid losing your temper, for the man who can control his temper is the man who is the best to manage help. Everybody likes to be treated well, and if you approach help like they were dogs, one need not expect anything but trouble. Avoid changing help from one machine to another. When it is necessary to make changes confine the changes to as few hands as practicable to do the work. Encouragement goes a long way, and while one is encouraging look for defect and remedy same. One must keep his eyes open and be able to see defects, and not wait for a machine to fall through the floor before he finds it out. The old way of the overseer using a strap on the little ones has passed and as enlightenment has come, so has education, a different way of managing help, and it has been found that by kindness and encouragement things can be accomplished far better than from fear.

G. M. S.

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The terms of the sale are 10 per cent. cash at the time of the sale and the balance upon the confirmation of the sale by the court.

A sale will be made separately of the property of the Leeco Cotton Mills Company property known as the Eugenia Yarn Mill property, that is the property upon which bonds No. 35 to No. 100 inclusive have a first lien; and also separately the property known as the Clark Weave Mill, that is the property upon which bonds No. 1 to No. 34 inclusive, have a first lien. Each property, however, may be divided into such constituent parts as may seem to the receivers of the greatest advantage and so sold, and thereafter

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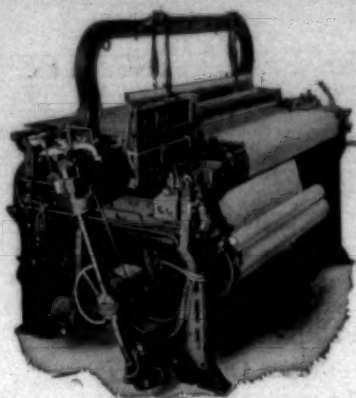
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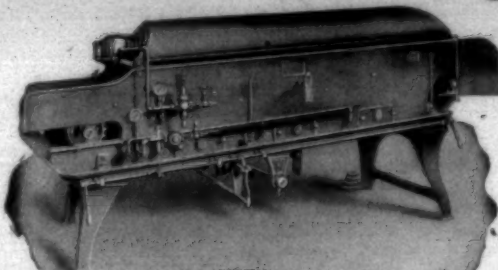
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